

Hop Marketing Order Projections for Eric Desmarais

Historical Alpha Production Including 10% Aroma Factor

Year	Lbs of Alpha Produced
1997	15,840
1998	32,643
1999	45,910
2000	51,257
2001	81,750
2002	83,925

Highest Year (2002)	83,925
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Saleable From Alpha Worksheet (higher of the two)	70.1%
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Amount of Alpha Pounds Available for Sale	58,831 lbs
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Projected 2004 Alpha Production	138,600 lbs
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Amount of Alpha Pounds Required to Purchase to meet 2004 needs	79,769 lbs
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Assume 50 cents per lbs of hops or \$5/lb of alpha cost of base	\$ 398,845.00
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